



INDUSTRY CIRCULAR

DEPARTMENT OF
THE TREASURY

Bureau of Alcohol, Tobacco and Firearms

Washington, D.C. 20226

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PROBLEMS INVOLVING EXPORTATION OF WINE

Proprietors of Bonded Wine Cellars, Taxpaid Wine Bottling Houses, and Others Concerned:

Purpose. The purpose of this circular is to inform you that ATF has established a contact point for wine exporters to report incidents of rejection or material delay in entering U. S. wine into foreign countries.

Background. From time to time we have learned of numerous problems which face U. S. wine exporters in gaining entry of their products into foreign markets. In recent months the problems have become more prevalent, particularly in the case of exportations to member states of the European Economic Community (EEC).

Over the past several years, the Treasury Department has, with assistance from the Agriculture and State Departments and the Office of the Special Trade Representative, held ongoing consultations with officials of the EEC concerning wine problems. Little progress has been made toward easing the burdens U. S. wine exporters face in entering wine into member states of the EEC, and some additional problems have been encountered. So that we may identify precisely what problems U. S. wine exporters are encountering, we have established a contact point within ATF for exporters to transmit the facts concerning each rejection or material delay by foreign countries of exported U. S. wine. While we are primarily interested in problems encountered in entering wines into EEC markets, we would also like to be informed of problems encountered in entering wines into other foreign markets. Information gathered through this process will be evaluated for the purpose of determining whether future consultations regarding wine problems are necessary.

Contact Point. U. S. exporters whose wines are rejected from, or subjected to a material delay in, entry into foreign markets should transmit the facts

surrounding the incident to the Chief, Rulings Branch. Reports may be made in writing or by telephone. Written reports should be sent to:

Bureau of Alcohol, Tobacco and Firearms
1200 Pennsylvania Avenue, NW.
Washington, DC 20226
Attn: Chief, Rulings Branch, Room 6209

Oral reports may be telephoned to 202-566-7531.

As a minimum, your reports should include the following information:

1. The name and address of the U. S. firm which exported the wine and the name and telephone number of the representative of the firm who may be contacted about the shipment.
2. The name and address of the foreign firm which will be receiving the wine and the name and telephone number of the representative of the firm who may be contacted about the shipment.
3. The points of origin and final destination of the shipment.
4. The foreign country into which the shipment was initially entered and, if applicable, a listing of other countries through which the shipment is planned to move.
5. The quantity, size and number of containers, and the type of wine shipped. Identify also special features of the wine such as varietal, vintage, religious, and quality connotations.
6. Details regarding when, where, and why the shipment was stopped.
7. Identify whether you have encountered this same difficulty in the past and, if so, in which foreign countries.

The State Department has agreed to assist in the resolution of problems surrounding U. S. wine exportations. Accordingly, we will relay the information contained in your reports to the appropriate State Department officials and will try to assist you in whatever way we can. However, you should understand that we

obviously cannot be completely conversant with all the various foreign government requirements and, therefore, you should be as specific as possible as to the cause of the rejection or delay of your wines.

Where practicable, we will advise you of the outcome of the State Department's resolution efforts. However, please recognize that our principal roles are (1) to assist you in bringing your problems to the attention of the appropriate officials for resolution and (2) to gather a history of problems for possible future consultations with involved foreign governments.

Inquiries. Inquiries concerning this circular should be referred to the Chief, Rulings Branch, at the address contained above.

Rex D. Davis

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Director